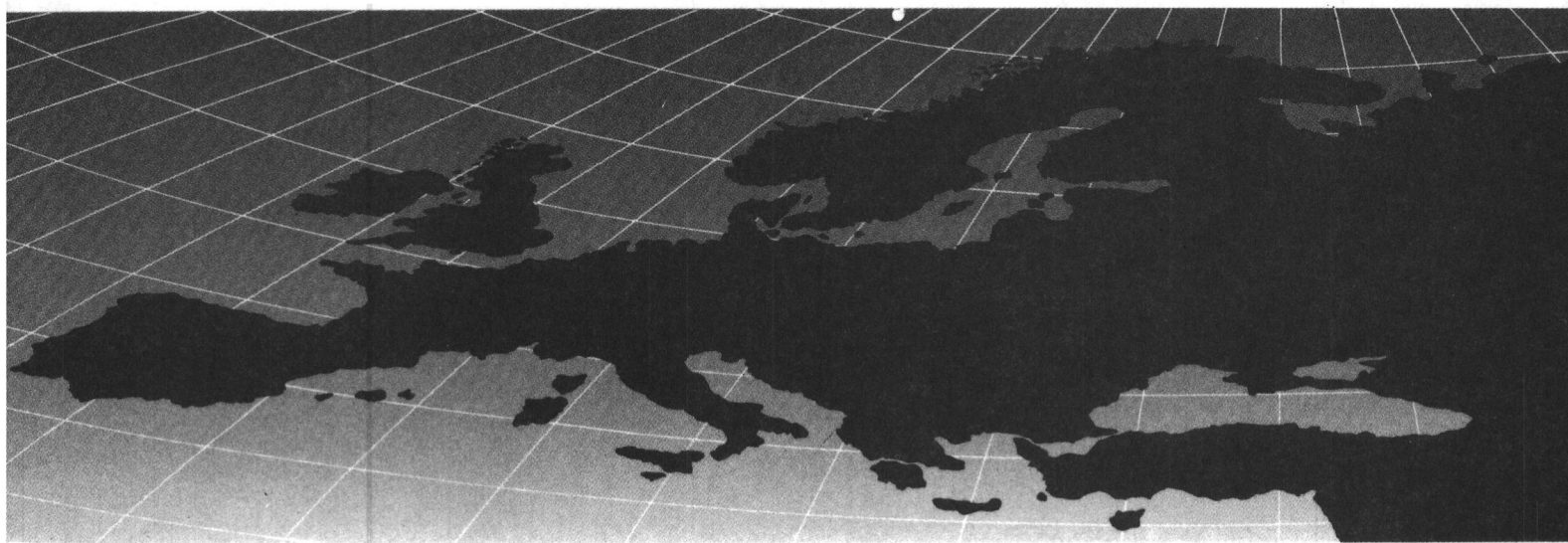




# "Euro Info Centre News"



## ISSUE No. 11/93

20 December 1993

### Contents

- |                            |                                                       |
|----------------------------|-------------------------------------------------------|
| I. EIC Activities          | IV. Publications                                      |
| II. EC News                | V. Calls for Proposals/<br>Official Journal deadlines |
| III. Questions and Answers | VI. Seminars, Conferences<br>Workshops                |

# I. EIC ACTIVITIES

## DE-106 Stuttgart

The last meeting of ERIC-NORTH members took place in Stuttgart on 26.11.1993. Ms Monika Unterholzer participated on behalf of DG XXIII. Topics included typical problems of the VAT-Regime, present state of the membership negotiations with Austria, common projects of ERIC-NORTH in 1994 and charging for TED/BC-NET.

## ES-203 Sevilla

The EIC organized two seminars in November and December. "The Future of Small and Medium-Sized Enterprises in the World Economy" on 25-26/11/93 and "Sensitizing Enterprises to Innovation" on 17/12/93 in Seville.

## FR-274 Paris

The EIC organized two events in December at the Paris Chamber of Commerce and Industry (CCI). EUROPARTNERSHIP PARIS '93 took place on 2-3 December and was organized by the EICs of the GEBI in Bonn (DE-111), and the CCIs from Madrid (ES-214), Milan (IT-351) and Paris (FR-274). Enterprises in the medical, foodstuffs, environmental and electronics sectors took part. The second conference, "1st European Day for Enterprise Creation", took place on 6-7 December.

## FR-275 Poitou-Charentes

On 18 and 19 November at Futuroscope in Poitiers, 400 enterprises participated in "Futuralia 93", including 150 SMEs from virtually every Community country. These included a large contingent of SMEs from central and eastern Europe: "The advantage of INTERPRISE is that it is accessible to regions like ours, which are not eligible for Community structural funds", explained Francois

Descheemaekere, the highly active director of the Poitiers Euro Info Centre.

Launched by the European Commission in 1991, INTERPRISE took its inspiration from the success of EUROPARTENARIAT, which is aimed exclusively at those regions eligible for structural funds. It is in great demand: "The Commission launched INTERPRISE in order to stimulate partnership by putting enterprises directly into contact with each other. In 1993, 47 projects were labelled INTERPRISE, which represents 5000 SMEs, including a high proportion of French ones," explained Geert Heikens on behalf of the European Commission. The success of the programme can be measured by the number of cooperation activities it has generated: "30 to 40% of participating enterprises subsequently concluded partnership agreements," confirmed Geert Heikens - a not insignificant result.

## IR-303 Cork

A conference on the European Regional Development Fund was held in Cork by the South West European Information Centre in association with its host organisation the Cork Chamber of Commerce.

There were 8 speakers at the conference, including representatives from the Irish Department of Finance, semi-state bodies as well as DG XVI.

Over 100 people attended the conference from all counties of Ireland. The conference received both regional press and radio coverage and was generally agreed to have been very successful for all those who participated.

## PT-506 Faro

The Director of the Euro Info Centre of Algarve participated in a colloquium on the LACE Programme organized by the Association of

Border Regions of Europe. The communication presented there tackled the issue of "Planning, Environment and Infrastructure in Cross-Border Regions", with special emphasis on enterprise cooperation between the regions of Portugal and Spain.

The Director of the EIC also participated in a seminar organized by the General Union of Workers on 2 October, where he presented a communication on the Regional Development Plan and its application in the Algarve region.

#### IT-353 Bruxelles

CNA and its European cooperation and information networks are developing a language project called SPAC, in order to face the common language obstacles encountered by entrepreneurs in their daily work.

The objective of the computer assisted multimedia, multilingual system (SPAC) is the carrying out of a linguistic-specialist on-line dictionary together with a lexical trainer made up by technical words and a series of typical sentences on the textile sector.

The basic software will work as follows : the first step will be the analysis of the existing material i.e. letters, both in German and Italian, provided by some enterprises of the

textile sector, previously contacted by the Italian Textile Federation of CNA with the technical support of BC-NET, BRE and the EIC.

Once having consulted the on-line glossary the more used terms will be picked out and recorded by a special function of the PC. This system will allow small companies and European cooperation consultants to pick out these words and include them in typical sentences of the sector involved together with key sentences concerning business letters and other useful terms in the economic sector.

This selection of sentences and terms will constitute the practical part for the trainee.

The first release of the linguistic system will be towards the end of June 1994 on the basis of the German language system for Italian users, while the Italian version for German users will be operational in the second year (an implementation phase foresees an English version and the involvement of other sectors).

The partners taking part in the LINGUA-SPAC project are CNA, SIGEDA srl, University of Macerata and Fern Universitaet in Hagen. For further information, please do not hesitate to contact the SPAC- LINGUA Secretariat in Rome (Mrs Cristina Battolia Tel. 00-39-6-8075528 or 8074561) or BC-Net 71042, BRE IT 498, EIC IT 353.

## II. EC NEWS

### 1. WHITE PAPER SPENDING

The European Commission's White Paper on jobs and growth, aiming for 15 million new jobs in the EC by the year 2000, foresees total spending of 574 billion Ecus on a range of projects over the next six years. However, the Paper states that only about 120 billion European currency units of this would come from European Community funds, the European Investment Bank (EIB) or via the newly created so-called Union Bonds or Convertibles. The remainder would "be raised at the level of the Member State", says the Paper, entitled *The Challenges and Ways Forward Into the 21st Century*. The White Paper, which will be discussed by EC leaders at Friday's European Council in Brussels, says it expects spending on transport and energy networks to total 250 billion Ecus between 1994 and 1999. Total spending on telecommunications projects over the period is expected to amount to 150 billion Ecus, with a further 174 billion Ecus on environmental projects, the White Paper says. Of the total 120 billion Ecus to be provided at Community level, 72 billion would be from the bloc's budget or the EIB, 42 billion from the Union Bonds and six billion Ecus from the Convertibles. "Union Bonds for growth would be issued on tap by the (European) Union for long maturities to promote major infrastructure projects of strategic interest covering the trans-European networks plus cross-border projects with EFTA, Central and Eastern Europe and North Africa," the Paper says. It adds that the beneficiaries would be project promoters such as public sector agencies and private companies directly involved in these network projects. "The EIB would be invited to appraise and advise the Commission on the overall structure of the financial arrangements and act as agent for individual contracts." Convertibles, the White Paper says, would be guaranteed by the European Investment Fund which was conceived at last year's EC summit in Edinburgh but has yet to be born. The Paper describes these Convertibles as "bonds issued

for long maturities by the private or public company promoting the project". They would be either convertible wholly or partly into shares or investment certificates, accompanied by subscription warrants giving the holder the right to buy shares at a certain price, or performance related through a share in the profits of the company or venture concerned.

### 2. UNICE REPORT ON COMPETITIVITY

European employers said on Tuesday that Europe needed more flexible jobs and called for a reduced state role in the European economy in order to improve companies' competitive positions. "Firms must be able to respond quickly to changes in the business environment. But they cannot do that if they are weighed down by the rigid legislative constraints and high cost burdens, prevalent throughout the (European) Community," according to Carlos Ferrer, president of the European employers federation UNICE. UNICE said in a report on Europe's competitive position that there had been a continuing decline in competitiveness particularly in the last decade. The report said unit labour costs in manufacturing had risen faster in Europe than in other parts of the world, return on capital invested was poor, private investment was being crowded out by relatively high state spending and public sector employment in Europe was higher than elsewhere. UNICE urged European leaders at their summit meeting on Friday to give top priority to reach "positive conclusions" to implement a strategy for an economic recovery.

### 3. SINGLE MARKET-POSTAL SERVICES

The Telecommunications Council agreed on Tuesday that the European Community should balance the gradual liberalisation of postal markets with the need to guarantee basic, or "universal", mail service. It asked the

Commission to propose measures by July 1, 1994, defining universal service and laying down the obligations of operators who provide it. It said the Commission should also draft a definition of services which are "reservable" for state post offices and not open to private competitors. The ministers also said in a resolution that tariffs should be oriented toward actual costs and subsidies should be granted in a transparent way. They said EC states should launch discussions aimed at setting up a new "terminal dues" system under which postal administrations compensate each other for imbalances in mail flows. Dues should be based on actual costs and on quality of service, but the new system should also protect post offices from "abusive" diversions of mail, the resolution says. It says the EC must ensure fair competition between universal service operators and between them and other postal operators. The ministers also asked the Commission to draft proposals on the quality of intra-EC universal service and on harmonised technical standards. They said quality standards should also be fixed at national level but be compatible with the EC standards, "taking account of national specificities". They said the regulation and operation of postal services should be separated and the particular difficulties of peripheral regions taken into account. The Council agreed the resolution provisionally, with formal adoption expected after texts are finalised.

#### **4. TRANSPARENCY**

Under rules adopted by Monday's General Affairs Council EC citizens will have the right to inspect EC documents and the Council will automatically publish the results of its votes. The proposed new policy is part of the EC's campaign to be more "transparent" following the debates surrounding the ratification of the Maastricht Treaty on European Union. The Council agreed the public should have the "greatest possible access" to documents of the EC's Council of Ministers and executive European Commission. But access can be refused on grounds of public interest, privacy, commercial secrecy, the EC's financial interests, the confidentiality of the person who

provided the information, or if access to the document would compromise negotiations. EC citizens who feel they have been denied access to documents unjustly can appeal either to an EC ombudsman or the European Court of Justice. The Council also decided its votes will automatically be published unless a majority of the Council votes against.

#### **5. ENLARGEMENT- INSTITUTIONS**

The European Council must discuss whether changes to the European Community's procedures for qualified majority voting should be adapted as Austria, Finland, Sweden and Norway join, EC officials said. Monday's General Affairs Council was unable to agree on whether the percentage figure for a blocking minority should be increased to take into account enlargement, but settled the other two main institutional issues raised. The Council agreed on changes to the order of the EC presidency from January 1, 1995 -- the date the four want to join -- so that one large member state will always form part of the troika of past, present and future EC presidencies. It also agreed the Commission should be increased to 21 members, which will mean that the four new entrants will receive one commissioner each, while existing member states will retain all of theirs. Some member states, notably Britain, had argued that the size of the Commission should be reduced as it would become unwieldy if it was extended. Disagreement on the figure needed for a blocking minority centred around whether it should be increased to 27 from the present 23. Britain and Spain disagreed with a presidency idea to maintain the figure at 23 saying it should be increased to 27. They fear that their own clout will be diluted once four more countries join the EC as the smaller countries will be able to club together more easily to block legislation.

#### **6. BULGARIAN TRADE AGREEMENT**

European Community foreign ministers have reached a political decision to unblock an

interim Bulgarian trade agreement which has been held up since March because of an internal EC dispute, diplomats said. They said the decision also would allow EC association agreements with Poland and Hungary to come fully into effect. The Community's Belgian presidency had been pressing for Sofia to get trade benefits from an association agreement signed with the EC last March, especially in view of economic hardships it has suffered as a result of international trade sanctions against Serbia and Montenegro. The interim trade agreement would give Sofia the benefits of the trade elements in its association agreement with the Community, which has been signed but not yet ratified. The deal has been caught up for months in an internal row over voting rules in the Council of Ministers. EC member states have been divided into two broadly liberal and more protectionist camps over proposals by the Commission for changes in voting rules in cases where some member states want to overturn Commission rulings in anti-dumping cases. The Bulgarian deal became caught up in this controversy as both sides were wary of allowing its provisions for dealing with trade disputes to be used as a precedent in resolving the broader dispute. The Hungarian and Polish agreements were signed in 1991, but there were delays in ratification of these deals at EC national level. However, both Hungary and Poland already have interim trade agreements in operation with the EC. Before Monday's meeting, opposition to unblocking the Bulgarian agreement had been narrowed down to Spain which had a reserve on the matter. Diplomats said member states would look for ways to allow the Polish and Hungarian accords to come into force on January 1, although for this to happen one month's notice would normally be needed. The dismantling of EC trade barriers to Sofia provided for in the Bulgarian interim deal will get under way on January 1.

## **7. TRADE AND COOPERATION AGREEMENT-ISRAEL**

The General Affairs Council on Tuesday agreed in principle to negotiate an agreement with Israel establishing closer links in trade and

cooperation, particularly in science and research. The Council said in a statement that it wanted negotiations to start at the beginning of 1994 and be finished "as soon as possible." The new agreement, which is to be negotiated by the European Commission, is designed to update and extend a 1975 trade and cooperation accord with Israel. The final mandate for negotiation will be agreed formally on December 20-21, the statement said. During a visit to Brussels on December 1, Israeli Prime Minister Yitzhak Rabin won broad support for the proposed trade deal, which he called "a justified demand" to show Israelis the benefits of peace.

## **8. TRADE AND COOPERATION AGREEMENT -MOROCCO**

The European Community has agreed to negotiate a new trade and cooperation accord with Morocco and this is eventually expected to lead to a free trade zone. The official news agency MAP said European foreign ministers meeting in Brussels on Monday approved a mandate for the European Commission to negotiate the new accord with Morocco. It said it was yet to be decided whether the new relationship would be an association or a partnership. During preliminary talks in the past year the deal has been described as a partnership that would lead to a free trade zone. For Morocco, diplomats have said it would be the next best thing to membership of the community. The European Community is Morocco's biggest trading partner by far, its largest source of investment and financial aid and its biggest creditor. Moroccan imports from the EC last year were worth 33.8 billion dirhams (\$3.5 billion) and exports to the community were worth 21.7 billion dirhams (\$2.27 billion).

## **9. SINGLE MARKET**

Mr Santopinto, Head of Cabinet for Mr Ruberti, Mr Boyd, Member of the President's Cabinet, and Mr Buti, Member of Mr Vanni d'Archirafi's cabinet, attended the discussion on this item.

Mr Vanni d'Archirafi said that a majority of the public and enterprises have a positive perception of how the single market functions. He noted that the single market is still at the centre of European integration, and that its development must make an essential contribution to competitiveness, growth and employment. Even if it is difficult to evaluate the single market in economic terms, there can be no doubt that there is still action being taken due to anticipation of the single market by economic operators and that this positive trend will grow with the actual entry into force of certain measures that have already been approved. The elimination of border checks was an important sign to enterprises. What should be done now is to complete the basic legal framework, reinforce administrative cooperation between the national administrations, ensure easier access to the

courts, and encourage the implementation of Community standards. Competition will have to be improved in the sectors of energy, telecommunications and transport.

It is important to simultaneously approve the strategic programme for deepening the single market and the White Paper on competition, growth and employment. Lastly, Mr Vanni d'Archirafi emphasized that the potential offered by the single market could only be fully exploited by an action aimed at SMEs, designed to exploit their strengths and correct their weaknesses through a variety of measures taken within a framework of partnership with the Member States. Enterprise policy will have to be developed primarily via the intermediary of an integrated Community initiative programme.

# III. QUESTIONS AND ANSWERS

## Question :

We would like to know more about the European Community legislation concerning the fuel that is used in the so called "four stroked outboard motors" in boats which sail in flora and fauna protected area.

## Answer :

Further to your telefax dated 18. 11. 93 in which you enquired whether there is any Community legislation concerning the fuel used in four stroked outboard boat motors sailing in flora of protected areas, please note the following :

Our expert in DG XI (Environment) informs us that there is no specific legislation concerning this subject.

However, please note that three years ago the TNO Consultancy group carried out for the Commission a general study on exhaust gases from pleasure vessel engines.

The Commission has also given a mandate to the CEN to adopt at European level the ISO Standard (81)78 relating to tests and methods for pleasure vessel engines. It will be adopted definitively as an EN standard in June 1994.

In addition, the Commission is presently working on a draft legislative text relating to exhaust gas emissions from road mobile machines. This document will not concern fuel used in four stroked outboard engines but only diesel engines. According to our source, the application of this text might possibly be extended to vessel's engines in the future.

## Question :

I would be grateful if you could supply us with the relevant information on public procurement.

## Public Procurement Directive Services 92/50/EEC

Our client is a procurement officer of a university, responsible for maintenance and cleaning of the university premises. As from 1/7/93 services-directive 92/50 must be applied to cleaning contracts. He has got the following questions :

1. The present contracts, which have been running for a number of years, are automatically extended from year to year and do not specify a specific final date. From time to time the procurement officer checks informally in the market and with colleagues whether the rates charged by the company concerned, are still at a reasonable level. Satisfaction with the present supplier and therefore continuation of the contract could thus be maintained for years. At what moment will the university be obliged to issue an official tender under the new services directive ?
2. Under the services directive is it allowed to agree on a contract with an indefinite running time, with cancellation period for both parties at 3 or 6 months ?
3. The awarding authority is perfectly happy with the present services provider and would like to continue with this company, even his price would be higher than competitors. When a new tender is issued, is it possible to include in the selection criteria of the tender that the contract will be awarded to the present supplier in case the competitors fail to bid at a 5 or 10% lower level ?



**Answer :**

With regard to your telefax of 15.11.93 regarding the Services Directive and, in particular, the moment at which your client, a university, will be obliged to issue an official tender for cleaning services, whether a contract can be agreed on for an indefinite period and whether he could stipulate that the contract would only be awarded to a new supplier if the latter's prices are 5 to 10 % lower than those of the present supplier, please note the following :

1. **The moment at which your client will be obliged to issue an official invitation to tender**

In your question you informed us that the present contracts awarded by your client are automatically extended from year to year and do not specify a final date. Our sources confirmed that, when the contract is due for renewal, your client should examine the value of this in the light of Article 7 of the Services Directive (1). If the estimated contract value is above the threshold of 200,000 ECU, he will be subject to the terms of this directive and consequently, the obligation to publish an invitation to tender in the Official Journal.

2. **The possibility of a contract with an indefinite running time with a cancellation period for both parties at 3 or 6 months**

Our sources confirmed that it would not be possible to award a contract for an indefinite running time. The acceptable duration of a contract in the framework of the Services Directive ranges from 3 to 5 years. Furthermore, you should draw your client's attention to the following articles of this directive :

- Article 7, Paragraph 5 covers the rules for calculating the estimated contract value of contracts with a term of 48 months or less and those with a term of more than 48 months;
- Article 11, Paragraph 2 (f) confirms the conditions under which a contract originally awarded via an open or restricted procedure may be renewed via a negotiated procedure up to a maximum of 3 years after the conclusion of the original contract.

3. **The possibility of awarding the contract to the present supplier unless competitors bid at 5 to 10 % lower rates**

Our sources confirmed that this would be considered as discrimination against new service providers and would therefore be against the principle of equality laid down in Article 3, Paragraph 2 of the Services Directive.

**Question :**

All economic power is unrestrictedly in the hands of the giants in distribution. SMEs are alone, and constantly troubled by social and environmental problems, etc. Do we want distribution to supplant industry?

**Answer :**

Trade and distribution have an impact on the entire population (340 million) of the European Community and are an essential dimension of economic activity. Most goods, and many services, are passed from the producer to the consumer via commercial transactions. This sector accounts for around

17% of production and employment, and it should be noted that it comprises 4.2 million enterprises, most of which are small and medium-sized enterprises employing less than 500 people.

The economy can only prosper durably if production and distribution activities are developed in a balanced and simultaneous manner. The rise of the American and European economies in the 19th century and, more recently, the relative prosperity of the economies of the Far East clearly show the importance of this balance. On the other hand, the recent changes in central and eastern Europe are a striking illustration of the failure of any system of production that is cut off from the rules of the market. These rules are the only ones capable of ensuring a suitable balance between production and consumers' needs.

Enterprises active in the commercial and distribution sector are, like all other enterprises, subject to the same Community rules regarding social, environmental and other aspects. With regard to competition in particular, the rules laid down in the Treaty establishing the European Communities stipulated that agreements between enterprises which restrict competition shall be banned. Exceptions to this general principle are possible in the case of agreements which "contribute towards improving technical or economic progress, while at the same time reserving an equitable proportion of the resulting profit for users..." and which respect the conditions laid down in Article 85 of the Treaty.

European Community policy to assist enterprises has primarily been developed since 1986, but the real legal and financial base for this policy was the Council decision of 28 July 1989 which aimed to improve the enterprise environment and promote the development of enterprises, especially small and medium-sized enterprises. The essential objectives of this policy are: the drafting of company legislation that favours the implantation and development of enterprises in the Community; the creation of an economic environment that encourages

enterprises to thrive in the single market, especially by eliminating administrative, financial and legal restrictions that hinder the creation and development of enterprises and by promoting cooperation between enterprises from different regions of the Community.

The specific problems and conditions of SMEs are taken into account by the Community institutions when defining and implementing policies in all domains, whether regional, social, fiscal, environmental, or others. Since 1986, the Commission has been accompanying all proposals it makes to the Council and Parliament with an assessment of its impact on enterprises -especially SMEs - and on job creation. The impact assessment also includes data on consultations with the professional organizations concerned by the proposal. The other legislative authorities are thus fully informed of all the implications a given proposal has for enterprises.

#### Question :

Is there a document in Europe covering issues concerning the technology watch, especially as regards synthesized materials?

#### Answer :

We are not aware of any Community document which specifically meets the needs of this enterprise. However, the tools and services mentioned in the following points could prove useful.

##### 1. Data base on Community R&D

The CORDIS service set up by the Commission of the European Communities includes, among other things, data bases on projects, publications and the results of Community R&D. The use of these data bases could constitute a useful component in any technology watch strategy in this area. However, this information should be complemented with other national and international sources (see, in particular, point 4 below).

2. Private or national publications

Given that your question concerns the existence of a publication on technology watch in Europe, it is possible that there are national or private publications which are pertinent to this question. For further information, we recommend that you contact one of the organizations mentioned in point 3 below.

3. Some examples of services in the area of the technology watch in your region

VALUE Relay Centre

Within the framework of the VALUE programme concerning the valorization of Community R&D results, the European Commission has created a network of information centres which, amongst other things, disseminate information on Community research and development.

Given that these centres are based in host structures that are broadly experienced in this area, they can also supplement the R&D information they provide with other national and international information.

One of the French members of this network is the Assembly of French Chambers of Commerce and Industry (ARIST), which has set up a sub-network to ensure improved geographical coverage. This Relay Centre's representative for your region is Patrice Heyde,

ARIST Rhône-Alpes, Tel.: 72 11 43 21, Fax: 72 11 43 62.

Our sources within this relay centre have also informed us that ARIST has developed a special computer program for the technology watch (BRISE PC) which has already been set up with some of their clients. This is, in effect, a system specially designed for SMEs.

World Trade Centre: Lyon Commerce International

Lyon Commerce International regularly organizes (about once every two months) information meetings on the technology watch.

Contact: Mrs Anne Dumas  
Tel.: 72 40 57 32  
Fax: 78 37 94 00

Euro Info Centre in Lyons

The Lyons Chamber of Commerce, which is the host organization for the Euro Info Centre, is currently developing services in the area of the technology watch (including sectoral studies):

Contact: Philippe Carlevan  
Tel.: 72 40 57 27

The VALUE Relay Centre and the Euro Info Centre both have access to the CORDIS system mentioned above.

## IV. PUBLICATIONS

### EIC

BE-005 Brussels

"Final report on telematics and management of port enterprises. Experience exchange programme".

Report of the inter-regional cooperation programme "Experience Exchange between European Regions", managed by the European Centre for Regional Development, CEDRE.

"Overheidsstimulansen voor ondernemingen". 1993. 112 pp.

New edition of the publication dealing with public sector aid to enterprises, aid to investors, recruitment and training, R&D, export, etc.

DE-106 Stuttgart

"Leitfaden zur Kooperationsambahnung". 1993. 15 pp.

The guide explains the different instruments for preparing cooperation between companies offered by the EIC. These instruments are mainly BRE, BC-NET and Vans. The guide also contains detailed cooperation profiles in German and English which the interested firms have to fill in.

"Leitfaden für das Frankreichgeschäft". September 1993. 20pp

This practical guide which has recently been revised gives an overview of all points which have to be considered when doing business with France. It is especially directed at crafts companies providing them with information about the economic situation in France, the handicrafts, trade laws, tax laws and many other points. It also contains practical tips for sales

contracts and technical rules and standards. A last part is dedicated to useful addresses in France and Germany.

DE-108 Berlin, DE-113 Bremen, DE-116 Hannover, DE-118 Kiel, UTP COMETT ASH

"Zuschlag erhalten was tun ?"

Practical guide giving hints and advice on how to handle and to manage an R&D project within the framework of an EC programme in the best way. Also contains information about the juridical part as well as the exploitation of a project.

FR-275 Poitou-Charentes

"La PAC - Avenir du monde rural et mondialisation des échanges agricoles". 96 pages - Les Editions d'organisation ISBN 2. 7081-1616-9, FF 59

### OTHERS

"Jessi News"

Information quarterly on the European microelectronics industry (free of charge from the Jessi Office, Elektrastrasse, 6A, D-8000 Munich 81).

"EC Trade and Professional Associations and their Information". 1993. ISBN 2 930066 08 3, BF 4,900 (+6% VAT, + BF 600 for airmail), available in French and English (Euroconfidentiel: BP 54, B-1330 Rixensart, Belgium. Tél.: 32-2-652 02 84, Fax: 653 01 80

Contains practical information for some 600 associations: addresses, telephone numbers, fax numbers, contact people, working languages, as well as the name, address, etc. of each member (4,500).

"Directory of Chinese Enterprises for Foreign Economic Relations & Trade". 1993. 1,066 pp. ISBN 7 80004 183 2, BF 6,900 (Euroconfidentiel: see address above).

Contains information on 4,000 enterprises authorized to import and export.

"Directory of Foreign Companies with Representative Offices in China". 1993. 2 vol. ISBN 7 80003 255 1, BF 7,900 (Euroconfidentiel: see address above).

Contains a list of 7,000 representative offices registered in China before January 1993.

"Assessorament empresarial" (Gran Via Carlos III, 51, entlo. 3a, 08028 Barcelona, Spain. Tel.: 339 00 04, Fax: 411 09 84).

Free bulletin in Spanish and Catalan intended for enterprises. Contains information mainly aimed at a Spanish readership.

"21 regional research reports to improve your crossborder trade" (The Economist Intelligence Unit, PO Box 154, Dartford, Kent DA1 1QB United Kingdom)

This publication contains research reports on countries in every region of the world. Some reports are practical guides on how to do business in a particular country, while other are detailed assessments of a country's economic and political performance.

"Les délais de paiement dans les transactions commerciales" (FIEC, Avenue Louise 66, 1050 Brussels, Belgium).

Available in three languages (DE, EN, FR). SEC(92) 2214.

# V. CALLS FOR PROPOSALS OFFICIAL JOURNAL DEADLINES

## INFO MARKETS

This the bilingual version of Info Markets, published by DG XXIII of the European Commission for the Euro Info Centre network.

Voici la version bilingue d'Info Markets publiée par la DG XXIII de la Commission des Communautés Européennes pour le réseau Euro Info Centres.

### Key / Legende

(*)	= Calls published since the last edition of this note Appels publiés depuis la dernière édition de cette note
(e)	= Error in OJ/TED. Data provided by the department responsible Erreur au JO/TED. Données fournies par le service responsable
A	= Accelerated (Expedited) procedure Procédure accélérée
ADVNOT	= Advance notice
AMAN	= Appel aux manifestations d'intérêt Appel de déclaration d'intérêt
AO	= Appel d'offres
AP	= Appel aux propositions (call for proposals)
CEXP	= Call for expressions of interest

COM	= Communication or notice Communication ou avis
COR	= Corrigendum
CP	= Call for proposals (appel aux propositions)
DATDOC	= Deadline for requesting documentation
DATDOC (*)	= non-compulsary deadline for requesting documentation date limite facultative pour les demandes de documentation
DATL	= Deadline / Date limite
DATL-R	= Deadline for receipt of applications (restricted procedure) Date limite de réception des demandes de participation (procédure restreinte)
DOC	= Availability of documentation Disponibilité de la documentation
. DOC >=	= Documentation available as from (date) Documentation disponible à partir de (date)
. DOC >	= Documentation available after (date) Documentation disponible après (date)
IT	= Invitation to tender / call for tenders
O	= Open procedure / procédure ouverte
PREINF	= Avis de préinformation
R	= Restricted procedure / Procédure restreinte

This publication has been shortened in order to enable it to be sent to EICs in one single VANS electronic mail file. It now focusses purely on calls for tenders and proposals for EC programmes published by the Commission and Commission study and service contracts related to EC affaires. For information on other EC-related calls for tenders (e.g. supply contracts for the EC institutions), please consult TED.

Cette publication a été rationalisée, afin de nous permettre de l'envoyer aux EIC en un seul fichier de courrier électronique (VANS). Elle recouvre notamment les appels à propositions pour les programmes communautaires, ainsi que les appels d'offres pour des études et services liés aux affaires communautaires. Pour des informations relatives aux autres appels publiés par les institutions communautaires (p.ex les appels en matière de fournitures), veuillez consulter TED.

SPECIFIC RTD PROGRAMME FOR BIOTECHNOLOGY (CP)  
PROGRAMME SPÉCIFIQUE DE RDT DANS LE DOMAINE DE LA BIOTECHNOLOGIE (AP)  
DATL : 93.12.15 OJ/JOCE S 118/74 & C 168/17, 93.06.19

MAST : RTD - MARINE SCIENCE AND TECHNOLOGY (CP)  
MAST : RDT - SCIENCES ET TECHNOLOGIES MARINES (AP)  
DATL : 93.12.15 (COR)  
OJ/JOCE S 143/119 & C 203/15, 93.07.27 & S 180/82, 93.09.15

VALUE II : EXPLOITATION OF RTD RESULTS. ADDRESSED TO CONTRACTORS FROM EC PROJECTS AND THEIR LICENCEES AND/OR EXPLOITATION PARTNERS (COM)  
VALUE II : VALORISATION DES RESULTATS DE LA RDT COMMUNAUTAIRE. ADRESSE AUX CONTRACTANTS DES PROJETS DE RDT COMMUNAUTAIRES AINSI QU'A LEURS

LICENCIES ET/OU LEURS PARTENAIRES POUR L'EXPLOITATION (COM)  
DATL : 93.12.15 OJ/JOCE S 181/70, 93.09.16

IMPACT (INFORMATION SERVICES MARKET PROGRAMME) : SERVICES FOR PREPARATION, IMPLEMENTATION & FOLLOW-UP OF ACTIVITIES (IT-O)  
IMPACT (PROGRAMME POUR L'ETABLISSEMENT D'UN MARCHÉ DES SERVICES DE L'INFORMATION) : PREPARATION, MISE EN OEUVRE ET SUIVI DES DIFFÉRENTES ACTIVITÉS (AO-O)  
DATL : 93.12.22 DATDOC : 93.11.12  
OJ/JOCE S 212/90, 93.10.29

DISTRIBUTORS TO ACT AS GATEWAYS FOR EC DATABASES (COM)  
DIFFUSEURS DE TYPE "GATEWAY" POUR LES BASES DE DONNÉES COMMUNAUTAIRES (COM)  
DATL : 93.12.24  
OJ/JOCE S 229/129, 93.11.24

PILOT SCHEMES TO PREPARE, PROMOTE OR FACILITATE PARTICIPATION BY COMPANIES IN AN ENVIRONMENTAL MANAGEMENT & AUDIT SCHEME (IT-O)  
OPERATIONS PILOTES VISANT A PREPARER, PROMOUVOIR OU FACILITER LA PARTICIPATION DES ENTREPRISES A UN SYSTEME DE GESTION ET D'AUDIT ENVIRONNEMENTAUX (AO-O)  
DATL : 93.12.31 DATDOC : 93.10.10  
OJ S 177/84 & C 247/6, 93.09.10

STOA : SCIENTIFIC AND TECHNICAL OPTIONS ASSESSMENT, EUROPEAN PARLIAMENT, STOA SCHOLARSHIPS (COM)  
STOA : (EVALUATION DES OPTIONS SCIENTIFIQUES ET TECHNIQUES), PARLEMENT EUROPEEN, BOURSES STOA (COM)  
EVALUATION : BEGINNING/DEBUT 1994  
OJ/JOCE C 179/7, 93.07.01

STUDY ON URBAN AIR-QUALITY  
MODELLING OF NON-REACTIVE  
POLLUTANTS IN SELECTED EUROPEAN  
CITIES (IT-O)

ETUDE : QUALITE DE L'AIR URBAIN -  
MODELISATION DE POLLUANTS  
NON-REACTIFS DANS CERTAINES  
VILLES EUROPEENNES (AO-O)

DATL : 94.01.02 DATDOC : 93.12.08  
OJ/JOCE S 225/105, 93.11.18

TECHNICAL IMPLEMENTATION OF THE  
EURES NETWORK'S GENERAL  
INFORMATION DATABASE AND  
DEVELOPMENT OF THE CONTENT  
(IT-O)

MISE EN OEUVRE TECHNIQUE &  
DEVELOPPEMENT DU CONTENU DE LA  
BASE DE DONNEES "INFORMATIONS  
GENERALES", RESEAU EURES (AO-O)

DATL : 94.01.05 DATDOC : 93.12.15  
OJ/JOCE S 233/80 & C 322/20, 93.11.30

DEFINITION OF FUNCTIONAL  
SPECIFICATIONS : TRANS EUROPEAN  
GENERIC SERVICES (X.400, FILE  
TRANSFER & INTERACTIVE ACCESS TO  
DATABASES) (IT-R)

ETABLISSEMENT DE SPECIFICATIONS  
FONCTIONNELLES : SERVICES  
GENERIQUES TRANSEUROPEENS (X.400,  
TRANSFERT DE FICHIERS ET ACCES  
INTERACTIF A DES BASES DE  
DONNEES) (AO-R)

DATL-R : 94.01.06  
OJ/JOCE S 233/79 & C 322/19, 93.11.30

PROVISION OF STATISTICAL SERVICES  
(IT-O)

PRESTATIONS DE SERVICES  
STATISTIQUES (AO-O)

DATL : 94.01.08 DATDOC : 93.12.17  
OJ/JOCE S 218/76, 93.11.09

STUDY ON ENFORCEMENT OPTIONS TO  
SECURE STRICTER COMPLIANCE WITH  
INTERNATIONAL AND EC RULES ON  
SAFETY AT SEA & POLLUTION  
PREVENTION (IT-O)

ETUDE : OPTIONS DESTINEES A  
ASSURER UN RESPECT PLUS STRICT

DES REGLES INTERNATIONALES ET  
COMMUNAUTAIRES SUR LA SECURITE  
MARITIME ET LA PREVENTION DE LA  
POLLUTION (AO-O)

DATL : 94.01.10 DATDOC : 93.11.17  
OJ/JOCE S 211/89, 93.10.28

COORDINATION OF A NETWORK OF  
EXPERTS KNOWN AS THE "EUROPEAN  
OBSERVATORY FOR FAMILY POLICIES"  
(IT-O)

COORDINATION D'UN RESEAU  
D'EXPERTS DENOMME "OBSERVATOIRE  
EUROPEEN DES POLITIQUES  
FAMILIALES" (AO-O)

DATL : 94.01.14 DATDOC : 93.12.17  
OJ/JOCE S 223/91 & C 310/23, 93.11.16

RTD AND DEMONSTRATION IN THE  
FIELD OF AGRICULTURE &  
AGRO-INDUSTRY INCLUDING  
FISHERIES (CP)

RDT ET DEMONSTRATION DANS LE  
DOMAINE DE L'AGRICULTURE ET  
L'AGRO-INDUSTRIE, Y COMPRIS LA  
PECHE (AP)

DATL : 94.01.14 OJ/JOCE S 180/78, 93.09.15

IMPACT : INFO EURO ACCESS (CEXP)  
(AMAN)

DATL : 94.01.15 OJ/JOCE S 192/95 & C  
266/14, 93.10.01

AIR QUALITY MODELLING OF AIR  
POLLUTION BY OZONE (IT-O)

MODELISATION DE LA QUALITE DE  
L'AIR - OZONE (AO-O)

DATL : 94.01.16 DATDOC : 93.12.22  
OJ/JOCE S 235/122, 93.12.02

CONSULTANCY, STUDIES OR PILOT  
PROJECTS CONCERNING  
COOPERATIVES OR THE MUTUAL /  
NON-PROFIT-MAKING SECTOR (CEXP)  
EXPERTISE, ETUDES OU PROJETS  
PILOTES CONCERNANT LES DOMAINES  
COOPERATIF, ASSOCIATIF ET  
MUTUALISTE (AMAN)

DATL : 94.01.17  
OJ/JOCE S 239/79, 93.12.08



RENEWAL OF THE EQUIPMENT,  
SOFTWARE, OPERATIONAL AND  
CONTRACTUAL ENVIRONMENT OF THE  
OVIDE HOST (EP) (COM)

RENOUVELLEMENT DE  
L'ENVIRONNEMENT MATERIEL,  
LOGICIEL, OPERATIONNEL ET  
CONTRACTUEL DU SERVEUR  
HERBERGEANT LE SERVICE OVIDE  
(PE) (COM)

DATL : 94.01.21

OJ/JOCE S 232/93, 93.11.27

SUPPORT FOR PILOT PROJECTS TO  
CONSERVE THE COMMUNITY'S  
ARCHITECTURAL HERITAGE (CP)

AIDE POUR DES PROJETS PILOTES  
VISANT A CONSERVER LE PATRIMOINE  
ARCHITECTURAL DE LA  
COMMUNAUTE (AP)

DATL : 94.01.31 DOC > 93.11.04

OJ/JOCE S 200/129 & C 275/16, 93.10.13

STUDY ON THE IMPACT OF THE  
EUROPEAN CENTRE FOR THE  
DEVELOPMENT OF VOCATIONAL  
TRAINING (IT-O)

ETUDE SUR L'IMPACT DU CENTRE  
EUROPEEN POUR LE DEVELOPPEMENT  
DE LA FORMATION PROFESSIONNELLE  
(AO-O)

DATL : 94.02.10

OJ/JOCE S 238/97, 93.12.07

TELEMATIC SYSTEMS (RTD) : AREA 5,  
LIBRARIES (CP)

SYSTEMES TELEMATIQUES (RDT) :  
DOMAINE 5, BIBLIOTHEQUES (AP)

DATL : 94.02.15

OJ/JOCE S 223/90 & C 310/22, 93.11.16

OJ/JOCE S 151/103 & C 211/24, 93.08.05

(EXPANSION AWARDS FOR  
PREPARING PROPOSALS / PRIMES A  
L'EXPANSION POUR LA  
PREPARATION DES PROPOSITIONS)

SPRINT : SCIENCE PARK CONSULTANCY  
SCHEME (CP)

SPRINT : PROGRAMME DE SOUTIEN  
AUX PARCS SCIENTIFIQUES (AP)

DATL : 94.03.11

OJ/JOCE S 237/117 & C 328/15, 93.12.04

MAST : ORGANISATION OF ADVANCED  
STUDY COURSES IN THE FIELD OF  
MARINE SCIENCE AND TECHNOLOGY  
IN 1995 (CP)

MAST : ORGANISATION DE COURS DE  
PERFECTIONNEMENT EN SCIENCES ET  
TECHNOLOGIES MARINES IN 1995 (AP)

DATL : 94.04.07 OJ/JOCE S 180/83, 93.09.15

PROGRAMME FOR HUMAN CAPITAL &  
MOBILITY (CP) (CONTINUOUS  
PROCEDURE) CAPITAL HUMAIN ET  
MOBILITE (AP) (PROCEDURE  
CONTINUE)

OJ/JOCE S 106/68 & C 139/19, 92.06.02

RESEARCH & TECH. ASSISTANCE :  
COMBATTING SOCIAL EXCLUSION  
(CEXP)

ETUDES ET MISSIONS D'ASSISTANCE  
TECHNIQUE : LUTTE CONTRE  
L'EXCLUSION SOCIALE (AMAN)

NO DEADLINE / PAS D'ÉCHÉANCE

OJ/JOCE S 74/95 & C 105/20, 93.04.16

TECHNICAL ASSISTANCE : INDUSTRIAL  
AFFAIRS (CEXP)

ASSISTANCE TECHNIQUE : AFFAIRES  
INDUSTRIELLES (AMAN)

NO DEADLINE / PAS D'ÉCHÉANCE

OJ/JOCE S 146/97 & C 206/9, 93.07.30

STOA : SCIENTIFIC AND TECHNICAL  
OPTIONS ASSESSMENT, EUROPEAN  
PARLIAMENT, PROJECT CONTRACTORS  
& EXPERTS (CEXP)

STOA : (EVALUATION DES OPTIONS  
SCIENTIFIQUES ET TECHNIQUES),  
PARLEMENT EUROPEEN,  
CONTRACTANTS ET EXPERTS (AMAN)

NO DEADLINE / PAS D'ÉCHÉANCE

OJ/JOCE C 179/7, 93.07.01

STUDIES : SOCIAL PROTECTION  
(INCLUDING SOCIAL SECURITY, SOCIAL  
ASSISTANCE AND SUPPLEMENTARY  
SOCIAL WELFARE PROVISION) (CEXP)

ETUDES : PROTECTION SOCIALE (Y  
COMPRIS LA SÉCURITÉ SOCIALE, L'AIDE  
SOCIALE ET LES DISPOSITIONS  
COMPLÉMENTAIRES) (AMAN)

NO DEADLINE / PAS D'ÉCHÉANCE

OJ/JOCE S 39/80 & C 54/8, 93.02.25

VALUE SME : DISSEMINATION AND  
UTILISATION OF R & D RESULTS (COM)  
VALUE PME - DIFFUSION ET  
UTILISATION DES RÉSULTATS DE LA  
RDT (COM)  
OJ/JOCE S 131/74, 92.07.09

STUDIES RELATING TO THE FAMILY  
(CEXP)  
ETUDES DANS LE DOMAINE DE LA  
FAMILLE (AMAN)  
NO DEADLINE / PAS D'ÉCHÉANCE  
OJ/JOCE S 52/68 & C 74/21, 93.03.16

CONSULTANCY : INTERNAL MARKET  
AND INDUSTRIAL AFFAIRS AND IN  
PARTICULAR PUBLIC PROCUREMENT  
(CEXP)  
CONSULTANCE : MARCHÉ INTÉRIEUR  
ET AFFAIRES INDUSTRIELLES ET, EN  
PARTICULIER, LES MARCHÉS PUBLICS  
(AMAN)  
NO DEADLINE / PAS D'ÉCHÉANCE  
OJ/JOCE S 114/83, 92.06.13

VALUE II, PROJECTS FOR THE  
EXPLOITATION OF EC RTD RESULTS  
(COM)  
VALUE II, PROJETS POUR LA  
VALORISATION DES RÉSULTATS DE LA  
RDT COMMUNAUTAIRE (COM)  
NO DEADLINE / PAS D'ÉCHÉANCE  
OJ/JOCE S 174/76 & C230/7, 92.09.08

STUDIES RELATING TO SPACE (CEXP)  
ETUDES DANS LE DOMAINE DE  
L'ESPACE (AMAN)  
NO DEADLINE / PAS D'ÉCHÉANCE  
OJ/JOCE S 101/88 & C 146/14, 93.05.26

(\*) CANCELLATION OF NOTICE FOR  
TECHNICAL ASSISTANCE FOR TEMPUS  
ANNULATION D'UN AVIS D'APPEL  
D'OFFRES - ASSISTANCE TECHNIQUE  
POUR LE PROGRAMME TEMPUS  
ORIGINAL REF / REF. ORIGINALE :  
OJ/JOCE S 207/65, 93.10.22  
CANCELLATION / ANNULATION :  
OJ/JOCE S 242/118, 93.12.11

# VI. SEMINARS, CONFERENCES, WORKSHOPS

## JANUARY 1994

**"Conference on EC-programme SAVE"**

Organised by : DE 108 Berlin  
Information from : DE 108 Berlin

**"Informative meeting on EUROPARTENARIAT  
Poland"**

Organised by : DE 108 Berlin  
Information from : DE 108 Berlin

## MARCH 1994

17-18/03/1994 - Amsterdam

**"European Medical Technology Exchange"**

Organised by : InnovatieCentrum Amsterdam  
in co-operation with ANVAR (France) and  
with the support of the SPRINT programme  
(European Community)

Information from : Marianne Nouwens,  
InnovatieCentrum A.H. Postbus 19408, 1000  
GK Amsterdam. Tel. : 31-20-6207081 Fax :  
31-20-6207839

# CHRISTMAS GREETINGS

As this is the last issue of the Newsletter for 1993, we would like to take this opportunity to wish you all a very happy and peaceful Christmas and look forward to resuming our collaboration in the New Year.

**Next issue : 17.01.1994**

**Date of receipt of information : 07.01.1994**

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